try ball, gets thrown out of his buggy on the way home and splits the coat from the collar to the tail. Is that the end of it? No! In the

Souvenir Coins.

In compliance with many requests, THE STAR

Men.
W. A. Hungerford in Dry Goods Economist.

nothing about the true science of advertising

You may write excellent business announce

ments and waste their force by placing them in poor mediums. You may know the best me-

diums and then not be able to write "business

irculation, insist upon a price consistent there

Underestimate rather than overestimate.

It is not a science or a secret to conduct a business successfully. A man who thoroughly understands his business and is constantly alert to the requirements of his patrons, commercially "abreast of the times," has a little fore-

sight, tact, enough common sense to be honest,

sign, tack, chough common sense to be nones, and will advertise, can become successful.

Study seriously this question of advertising. Do not permit your early advertising experience to be so costly as to shake your confidence its advertising.

Any advertising from which trade cannot be

directly traced is not the best advertising. While it is advisable in many instances to print

catalogues, pamphlets, brochures, circulars, &c., explanatory of your business or a feature

or two, they are not necessary except where a "mail order" business is done.

Newspapers are absolutely the very best

To sum up, buy advantageously, sell closely,

have system, conduct your business upon a generous, honest, straightforward basis, keep "abreast of the times." make these facts known

through the newspapers and your success is assured.

propose a surreptitious visit to the Arion ball.
But they rarely marry her.
That is where the maidenly girl has her full revenge. When it comes to taking a wife—a wife who shall adorn his table; a wife who shall

entertain his friends—a man seldom thinks of the mannish girl. He knows that the arts by

matron of forty.

Then what is the end of the mannish girl?

Warburton's Logic. Warburton-"Mamma, may I have a slice

Mamma-"No; you must not think of

and jam can spoil my appetite for dinner, when my lunch did not spoil the appetite I have now for bread and jam."

Bingo: "Had quite an accident on my train

on her career and on her reputati

read and jam now?"

dence in its ultimate efficacy.

Go fast slowly. Fight shy of all single is

or two, they are not

what you are aiming to secure.

the first eight.

word of mouth.

wife wanted to see him in "words to that effect"

her yearning was not to be denied. He went

The Rime of the Sleigh-Belles.

AFTER "THE NOTE OF WINTER."

I.

Brightly shines the full-orbed moon

Over roofs of slate and shingle;

Echoing rings the sleigh-bells' tune-

Though the scene is bleak and drear, Though the winter air is icy. In our robes close snuggled here. We have summer warm and spicy,

As our breaths together mingle,

Taking toll when crossing bridges.

III.

Though 'tis sweet to rove with day-belle

By J. S., THE EVENING STAR, January 14, 1886.

GIRLS DO NOT KNOW. They Sometimes Reject the Most Brilliant and Best of Suitors.
From the Brandon Bucksaw.
Rejected lovers may find consolation from

-W. L. SHOEMAKER.

We are gay as sunset midges;

Love itself is but a jingle.

Woolng, chasing care away.

Night is better than the day.
In the winter night let mingle

Kiss and jingle, song and laughter,

Joys remembered long thereafter;

Life itself is but a jingle.

How they jingle, jingle, jingle,

Blithe as songs of birds in June! Let your voices with them mingle. Sing, each merry, rosy sleigh-belle, Mand, and Marian, May, and Mabel;

Song itself is but a fingle.

And no frosted noses fear.

The logic was irresistible.

get ahead of these Romans.

Written for The Evening Star.



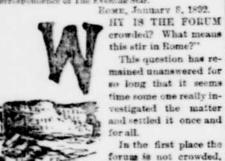
tunned. Again and again has the tide rolled

THE ETERNAL CITY. back and revealed to the world—Rome—always Rome—the eternal city. Stand by the Coliseum, marking one era, look up at the forum, The Forum Not So Much Crowded as It Was.

NOR IS THE COLISEUM.

But There is Considerable Stir in Rome Animated Scenes in the Markets-The Traveler fleset by Beggars-How the Hotel Men and Restaurateurs Run Up a Eill.

Correspondence of The Evening Star.



This question has remained unanswered for so long that it seems time some one really investigated the matter and settled it once and In the first place the

forum is not crowded. unless it be with memories of the past and with air. There are the remains of the ancient

buildings and monuments and there are a few tourists armed to the teeth with guide books, but that is all. The forum has now been nearly entirely excavated and in no way can a person get a botter realization of the difference between the present and the past and of the time which has elapsed since the forum was the great conter of Rome's greatness than from finding that the ancient level of Rome's forum was from thirty to forty feet below the present level of the city. The forum has been dug out and you can walk around the edges and look down on the remains of past grandeur. I don't propose to describe to you the forum, neither do I intend to draw the Collecum. It would be an insult to suppose you do not know all about them, and, besides, the task is beyond me.

afer do not hold near as many people as the Coliseum did. Something like 130,000 people



A STIR IN ROME.

which comes from the broken and blasted real

them, and, besides, the task is beyond me.

No chown at the collision.

There is no crowd, however, at the Collision either. Only the same group of tourists and red guile books. There are a good many stones in the Collision, though, and room for a good less of Rome lost heavily by these operations are green things, and all sorts of green vegetables. in the Coliscum, though, and room for a good and one princely house was brought almost to are displayed in profusion. They are also many people. Albaugh's and the National There are to this title recently made strong on the question of young lambs. Almost after do not hold near as many people as the Coliseum did. Something like 130,000 people was the latter's capacity before the "standing room only" sign was hing out. The commissioners of Rome could have had no objections this to aristocratic pride and blue blood, which, however, insisted on becoming red at the extensive many people as the friendly proposals of marriage to a rich American the only meat displayed consists of long rows the only meat displayed consists of long rows of young lambs. Almost the only meat displayed consists of long rows of young lambs hung up by their legs. The markets are usually crowded and the venders this to aristocratic pride and blue blood, which, however, insisted on becoming red at the ex-THE WEATHER WAS COLD.

Some stir is caused in Rome by the dissensions which still exist between the more active of the supporters of the pope and of royalty. compared to the noise made by travelers run-ning up and down to keep warm. There is no disguising the fact, it is cold in Rome when the north wind does blow, and it blew all the time of our visit. In future, whenever you read of or see a picture of an ancient Roman going around dressed in a thin white toga and with bare legs, you want to sneer. Tie your face into the hardest kind of a sneer and you will only do faint justice to the subject. If any old Roman went skipping around in a toga and bare legs he had an awful cold in his head, not to speak of rheumatism. Think of Nero with a cold in his head. Think of Marc Antony saying: "Hachou!— Feens, Bromans and Coundrymen." What "GIVE US A PENNY."

to the Colliseum on the score of safety. There was almost an entrance for every spectator, and it would have been a hardy fire which would have tackled the structure anyway. Then the Colliseum had corridors and lobbies, which must have been simply paradise for the men between the acts. I know all about the Colliseum myself, because a guide told me all about it. I



THE PINCIAN HILL.

into practice must have disgusted the gladiators large crowd. The Civic Band plays in an open horribly. Commodus used to get down in the ring and cut and slush like a good fellow, but put yourself in the place of the gladiator and think what his feelings must have been. What a terrible descration if he should have punched the emperor on his imperial nose, or worse still, dug him under the fourth rib with a bowle knife. It could not be done, and the emperor was privileged to cut and pare to his heart's content, and the only revenge the gladiator could get was to wait for him in the secret passage I mentioned and stick a knife in his back. This was done so many times that his back rescended a long-used pincushion, and the emperor himself took an unexplained dislike to the secret passage, in which, however, be was ended at last.

AN OVERWORKED REAL ESTATE BOOM.

AN OVERWORKED REAL ESTATE BOOM.

A lady in Rome told me I should go to the

A lady in Rome told me I should go to the Colisean at night. She said she often did and enjoyed it. She picked out a nice, cold, damp stone and sat on it. Then, as the moon rose ever the ruins and cast its pale rays down on the crumbing stones, she looked at the deep shakes and the faint patches of light, and saw whole menageries of lions and tigers and troops of martyre, with perfect droves of emperors and restal virgins. This is what she said she was and it was very delightful. We came near rather native foings, but finally somebody asked her if she ever saw St. Sebastian in the crowd of martyrs and she said often. That settled it; you see too many pictures of St. Sebastian in Italy to care to look at his shoot.

Speaking of ghosts, if there is a spot on earth which a self-respecting ghost has an excuse for haunting it is kome. Think of the history of the city, dating back to mythical times; washed over by invasion after invasion; deepoiled again and again by friend or foe; never killed, only

round of pleasure. With the spare time on his hands and his princely salary the soldier's lot is a happy one. What cares he for the fit of his uniform when it requires constant thought to devise schemes for spending his income? The private soldier during his service gets 2 cents a day. Providing he has spent six or seven years learning a trade and works at it during his enlistment for the benefit of his fellows he gets 4 cents a day. Yet there are men in Italy who try to erade their military service. An officer is still more in clover. Officers board themselves and are supposed to keep up considerable of a position. Their salary is therefore proportionately munificent. A captain gets about \$30 a month, licutenants from \$20 to \$25. A good many people in Italy, as has been said, manage to evade the military service. Some of them are caught up at last, however. The barber who shaved me one day was an instance. He was very sad. Hitherto he had escaped the army as being the only and sole support of his mother, his father being dead. His mother had taken in washing and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said and had supported herself, but that was no said the said that had supported herself, but that was no said the said that had supported herself, but that was no said the said that had supported herself, but that was no said the said that had supported herself, but that was no said the said that had captain gets about \$30 a month, lieutenants from \$20 to \$25. A good many people in Italy, as has been said, manage to evade the military service. Some of them are caught up at last, however. The barber who shaved me one day was an instance. He was very sad. Hitherto he had escaped the army as being the only and sole support of his mother, his father being dead. His mother had taken in washing and had supported herself, but that was no business of the government. Lately, however. give anything to a beggar they follow along, with the calm assurance that in a few moments they will get a fare. The cab drivers, however, do not make a fortune on a single fare. For a onebusiness of the government. Lately, however, his unnatural and cruel mother, without the slightest regard for her barber son, had married again, and he was no longer her sole and horse cab with three persons the fare for a single trip is 16 cents. By the hour for three persons only support. A grasping government, ever on the watch for more barbers and soldiers, had snatched him at once, and one week from that with us. the rate is 40 cents. The low fare, however, results in a much more general use of cabs than date he must don a uniform eign.

large for him and buy a big safe to hold his salary. It was a very sad case, but it was impossible not to recoil with horror at the cold hear-lessness of the young man himself. His thirst for revenge was fieudish. Some day he said he would shave his father-in-law. If he said he would shave his father-in-law if he aver does the father-in-law will arise from the aver does the father-in-law of the vorld, and this is especially true at the hotels. This reputation has been gained by a persistent attention to the charging business. Nothing for nothing and mighty little for a quarter is the hotel rule, and the bills consist of long rows of little items. In the matter of the world, and this is especially true at the hotels. This reputation has been gained by a persistent attention to the charging business. Nothing for nothing and mighty little for a quarter is the hotel rule, and the bills consist of long rows of little items. In the matter of the world, and this is especially true at the world, and this is especially true at the world, and this is especially true at the world, and the

representing another, and then to the right at the modern dwelling houses which tell of the present. They are all there, all within a stone's throw, and the most arrogant of all is the modfantry wear dark blue coats, gray trousers and white leather beits. The grenadiers are infantrymen, distinguished by a red grenade worn in the cap. What are known as riflemen form an elite corps. They wear a dark blue uniform, with crimison facings and a dark for the always are not be sided the on. The The restaurants have charging down to perfection. You go in the restaurant and sit down, and you are immediately charged 50 centimes for a cover, whatever that is. Then you are ern structure. Rome may be somewhat top-heavy with history, but she is alive also in the charged for bread, butter, salt, wear on the utensils, ice, &c. The other day a man came in It can be taken for granted then that the fofeather plume worn on the side of the cap. The cavalry wear blue coats, gray trousers and helthe restaurant to get his breakfast. He wanted a cup of coffee and a roll. Before he had hardly seated himself a bell boy came rushing in to tell him his mother-in-law had fallen in a fit in the office. Had it been his third rum is no longer "crowded." There is a good deal of a "stir in Rome," however. There is mets. The artillery have the same, with yellow facings. To these troops must be added a large the meaning and wailing and gnashing of teeth force of carabieniri or gendarmes, who patrol the city. They are a fine-looking and efficient corps. The uniform is black, with red facings estate boom. Like a good many other cities. Rome has overbuilt herself and is now comcousin or his wife he might have finished his coffee. Being his mother-in-law he got right corps. The uniform is black, with red facing and white shoulder straps and cocked hats. pelled to stop and rest until her population catches up. Up to a short time ago speculaup and went out. It was all true. His mother-in-law was having a fit. He told the porters the number of her room and went back to his coffee and roll. He had, however, only scated himself when another bell boy told him his wife wanted to see him p. d. q., or words to that effect. He knew that when his THE MARKETS ARE INTERESTING.

In any city the markets are interesting. This



crease tremendously. Without commerce or is especially so in Rome on account of their



and a long and exciting haggle as and a long and exciting haggle as to price precedes every purchase. With the exception of the upper class, the women almost invariably go about without hats, while their costumes run largely to reds and yellows. Some of the women are pretty and some are not. The "nots" predominate. Women of the lower and even of the middle class are decidedly unconventional in the matter of shoes. Many of them dispense with the article altogether. Others tie old slippers on with the melancholy fragments of a pair of suspenders, and go around with a happy and contented smile. Most of the people are, of course, brunettes of the darkest hue, although blondes are not as rare as might be thought.

are not as rare as might be thought.

Every day is wash day in Rome. In the poorer Livery day is wash day in Rome. In the poorer districts the large tenement houses constantly present the aspect of having been decorated for a democratic celebration. From the windows hang a variegated assortment of clothes drying. In Rome, but more especially in the suburbs and outlying villages, you see the women washing their clothes at the public basins, which are constructed in a convenient and eatily large. constructed in a convenient and solid manner. The women in this way do their washing and e time, judging from the noise, de-benefit of a charming social intercourse. In the matter of gossip these basins must fill all the requirements of a sewing cir-

A MINISTER'S PUNERAL PAGEANT.

Recently there was excitement in Rome over the funeral of Admiral Saint Bon, the late From the Chicago Inter Ocean. minister of marine. The admiral was a popular man and with a splendid record. He was the practical founder and developer of the new navy, which has already shown itself formidathe practical founder and developer of the new navy, which has already shown itself formidable in the line of increasing the national debt. On the day set for Admiral Saint Bon's funeral the streets through which the procession was to pass were crowded from an early hour. The crowd and bears the usual family resemblance to assemblages of this kind in any large city. There is an extra sprinkling of military uniforms, a priests, uniformed school boys and tobacco smoke. The Pincian is a bad place for a private soldier to get. His hand is kept in constant motion saluting the hundreds of officers.

THE ITALIAN SOLDIERY.

You can see a procession of some sort in Rome at almost any time and at any point. There are processions of priests, processions of monks in all sorts of different cowls, processions of school boys and school girls, with a variegated assortment of costumes, and a constant marching and countermarching of soldiery and police. Shut your eyes at any time in Rome, walk ahead ten steps, open your optics and in nane cases out of ten the first thing you see is a soldier. Uniforms are everywhere and privates is to stroll around the streets. The officers are rather naity looking and the privates might beif it were not for their clothes. The area can be in the first thing your streets are rather naity looking and the privates would be a large concourse of officers, and in full uniform. More sailors and civic guards came next and the procession was closed by a long line of carriages, headed by the royal coaches. All the carriages were empty.

THE HORDES OF BEOGRAS. From Life.

Necessitated a Change.

May-"How did you come to change the day

Helen-"Oh, there is to be a big game of

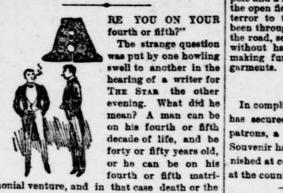
Almost a Sleigh Ride.

foot ball that day and Paul couldn't get away.

for your wedding?"

RE YOU ON YOUR fourth or fifth?"

The strange question was put by one howling swell to another in the spring when the corn is planted and the crows are hungry the old dress suit is hung upon a pole and a hat is put above it and it stands in the open field looking most disreputable, but a terror to the crows. And the swell who has been through nineteen dress suits, riding along the road, sees the scarecrow and laughs at it without having the slightest idea that he is making fun of one of his own most glorious garments.



mean? A man can be has secured, for the accommodation of its on his fourth or fifth patrons, a supply of Columbian Exposition decade of life, and be Souvenir half dollar coins, which will be furforty or fifty years old, or he can be on his nished at cost price, -one dollar each. Apply at the counter of THE STAR business office. fourth or fifth matriionial venture, and in that case death or the divorce court has been kind to him above the general run of men. He may, if he is a reckless man, be on his fourth or fifth essay at a perhaps, of not being able to talk at all. But the man addressed understood the remark per-

fectly, for he replied at once:
"My dear fellow, I am on my twentieth." Of course, if he was on his twentieth decade he would be two hundred years old, and it was clear that he was not more than forty. To be n one's twentieth venture in matrimony would be to beat Blue Beard or Henry VIII. No man could or would accomplish the feat of getting married once a year for twenty years; and if a man was on his twentieth drink he would be so drunk that he would not be able to answer "You say you are on your twentieth?" said

the first speaker. "You really are doing well. And what has become of the old ones?" A CURIOUS CALCULATION.

therefore, to his wife. She informed him that This was getting a little plainer. It began to he was a brute. There was a certain lack of look as though clothes were being discussed. novelty about this remark, so he went back and finished his coffee. The bill was brought— But a man of forty has worn at least 160 pairs of shoes in his life and about 175 pairs of trou-50 centimes for coffee, 50 centimes for bread, 150 centimes for covers. He remonstrated. sers and about 480 shirts and about 1,600 collars and about 3,000 cuffs. He has used up, if he is "Ah! monsieur," said the waiter. "you sat down three times. Three covers, 150 centimes." gifted with the carefulness of the average man, 1,049 collar buttons, which allows him the luxury of losing one a week for twenty years. He has gone through about 1,000 stockings and Once a man came in the restaurant with a camp stool, a knife and fork and a tin plate and cup. Said he to the waiter: "I want no between 75 and 100 hats. He has destroyed about 250 cravats and about 490 pieces of nonsense. Get me coffee in that cup and a mutton chop on that plate. I want neither underwear. His total destructiveness in forty years has thus amounted to at least 8,295 bread, butter, salt, pepper, mustard nor water."
They beat him, though. They charged him 2 francs for wear and tear on the waiter's feelings sieces. Allow his shoes to have averaged \$4 pair, his trousers \$8, his shirts \$1.25-but the calculation is getting too complicated and statistical. It is safe to say at a rough guess that his clothing has cost at least \$7,000. If he and he died of a broken heart. It is hard to had never worn clothes and the money spent on them had been saved he would be worth a very respectable little fortune.

IT WAS A DRESS SUIT.

Now, a glance at the above figures will convince any one that no ordinary article of man's apparel was alluded to when the swell said he was on his twentieth. The truth came out at length. These two men of fashionable society were simply talking of their dress suits, and they were using them thus in a figurative sense to express the number of years that they had been "in society." The man who was on his twentieth dress suit had begun early in life, and had given himself no rest, for he must have worn out one dress suit a year in his twenty years' career, and to do that he must have worn it night after night.

worn it night after night.

Let the solid domestic man whose entertainments are not numerous and seldom of the grand order which are denominated "dressuit affairs," reflect upon the fact that there are some men in the world who, by the time they have reached middle life, have spent \$1,600 in the purchase of swallow-tail coats, and these are very those who have spent agreet. \$1,600 in the purchase of swallow-tail coats, and there are yet others who have spent a great deal more than that upon this garment. The sum would be sufficient to make the first payment on a house and lot or would carry a boy through two years of a college course. It benefit of several months of interesting travel. It would furnish a house very comfortably or it would be a great boon to an orphan asylum. There are really a great many things that one could do with \$1,600 beside spending the money for dress suits.

THE DOMESTIC MAN'S ONE SUIT. Now, the solid domestic man probably has one old dress suit that he got married in, and perhaps once or twice a year, upon some gala occasion of extra solemnity, he puts on this old suit. The odor of respectability clings to it, as well as the odor of the camphor in which it has been preserved. He is not comfortable in it, and it must be confessed that he never was comfortable in it. He has a sort of dread of it, and well he may have, for it is associated in his mind with awkward feelings. When he wore it Rejected lovers may find consolation from the knowledge that some of the cleverest and handsomest men have been refused, and that they have nevertheless managed to live on and win fame and fortune. Shakespeare is generally credited with considerable knowledge of humanity and its ways, and he describes Romeo, the prince of lovers, as being rejected by the fair Rosalind only just before Juliet fell in love with him.

A certain John Scott once proposed to a saw whith awkward feelings. When he wore it the first time, at his wedding, he felt decidedly awkward, as a groom invariably does, and since then his figure has enlarged, perhaps, and the dress suit has remained of the same size. The cut is a little antiquated, but that does not matter, as all dress suits resemble each other, and the garment them has well as we A certain John Scott once proposed to a Miss Allgood. While smarting from her disdain he happened to enter a village church during divine service and there for the first time he saw the pretty Miss Surtees. He wooed ence and went through the marriage ceremony. In this way, although he hates to wear the old dress suit. he likes to know that it is still a part of his belongings.

But to the fashionable man it expresses jolly times out of number. If it could talk it would tell of dinner parties, dances and suppers out of number. It is a sorry day for the swell when he gets in a place where he can't wear a dress suit.

dain he happened to enter a village church during divine service and there for the first time he saw the pretty Miss Surtees. He wooed her and, as the father would have nothing to say to him, he induced her to elope, and this though three wealthy suitors were already at her feet. John Scott lived to be Earl of Eldon and lord high chancellor and never regretted the day Miss Allgood rejected him.

Byron was refused several times. He proposed to Miss Millbanke, a great heiress, and was rejected, though the lady expressed a wish to correspond with him. He then proposed to another lady, and his suit was rejected, too. Nothing daunted he renewed his proposal to Miss Millbanke, and this time received a very flattering acceptance. They lived together, however, very unhappily.

One of the most persistent suitors who ever proposed and was rejected was the eccentric IT SAVED ONE MAN'S BEASON. Here is a little story about this that came to the writer from the lands where there used to be buffalo and where there are now booms and be buffalo and where there are now booms and real estate agents—the great and boundless west. He went away from Washington, where he had been for many years one of the leading lights of society. No party was complete without him, and conversely it may be said that he never had a complete feeling without a party. It was a dreary enough little town that he went to in the west, and the parties there were few and far between, and were of a most primitive order. The Washington man used to sit over his fire in the evening and think of what was going on in the gay capital. He had it all One of the most persistent suitors who ever proposed and was rejected was the eccentric Cruden, compiler of the concordance to the Bible. Miss Abney, who had inherited a large fortune, was the subject of his attentions. For months and months he pestered her with calls and letters. When she left home he had papers printed, which he distributed in various places of worship, asking the congregation to pray for her safe return, and when she returned home her safe return, and when she returned home he issued others asking the worshipers to re-turn thanks. Miss Abney never became Mrs. his fire in the evening and think of what was going on in the gay capital. He had it all mapped out in his mind, and he knew just what evenings it was probable his old friends had selected for their dinners or their germans. He had the STAR sent to him regularly and after supper he used to pore over the society columns as he had never done before. Sometimes, as he read the notices and saw who had been at a certain ball, he would be carried away by his imagination and would think that he was there himself. He would carry on an animated conversation. he would be carried away by his imagination and would think that he was there himself. He would carry on an animated conversation with a young lady whom he used to love. He would go into supper and partake of terrapin and champagne. He would waltz and polka and finally he would participate in the hilarious Virginia reel before saying good night and going home. Then while in the middle of this delicious dream he would look down and see his feet in rough boots instead of patent leather shoes, his trousers of corduroy instead of the elegant plain black, and a thick coarse coat instead of the expanding snowy shirt front. He had on no dress suit, the party was all in his mind, he was out in the wild, woolly west, where to have worn a dress suit would have been equivalent to signing his own death warrant. It made the poor fellow so sad that after a time he used to go to his trunk and get his dress suit out and hang it on a chair to look at in the evening, and then he got to such a pass that he would look the door and put it on. He would array himself in the full regalia of a Washington swell came home and the garment that he had in the top of his trunk and took out first when he unpacked was! this same dress suit, whe he declares to this day that he would surface was this same dress suit.

that he had in the top or his trunk and took out first when he unpacked was this same dress suit, and he declares to this day that he would have gone erazy or have committed suicide out in the west if it had not been for his dress suit. Did any one ever hear of a dress suit saving the reason or the life of a man before? THE PROBABLE PATE OF SOME. It will be convenient now to answer the ques-ion which one of the swells put to the other in the beginning of this article, when he asked the man who is on his twentieth dress suit what he did with his old ones. It is clear that there would be no object in keeping all of them, as

they are so rusty and shining that they would be available for no other purpose than that of being hung up as mirrors. He gives them away. They have thus a very varied and singular career. Let us suppose he gives an old dress suit to his waiter; the latter uses it for some years and then sells it to a dealer in old clothes. Here it is done over again, the polish toned down and the ragged edges concealed. A countryman, coming to town to get a wedding outfit, sees the old dress suit, and, admiring it, is persuaded to buy it, and is married in it, He in turn gives it to a relation, who gets married in it, and this relation wears it at a country ball, gets thrown out of his buggy on the

HOW CHANGE WAS MADE.

Metal Cash in Strange Shapes-"Knife" Money, "Ring" Money and "Hog" Money-Odd Things Used for a Medium of Exchange-Mintages of Columbus' Time.



HE NATIONAL MUseum is preparing for the world's fair an exhibit of its collections

Local Advertising-Pointers for Business written up, then properly displayed and con-spicuously placed in the right mediums. It is strange that business men, counted smart and shrewd in other directions, know little or

for judicious advertising is really a science. bringing" advertisements. You may know the best mediums, and be able to write good business announcements, and yet not receive the fullest returns possible through unattractive display or undesirable position. Test every medium you see. Secure its sworn with, and test each medium for a given time with special articles or inducements readily traceable. Do not expect too much, and above all do not expect instantaneous results. If such come so much the better. Advertising is cumulative and, all things being equal, the results from the was abandoned. At present lumps of gold, commonly in the shape of shoes, are employed in China to represent large sums, being stamped with their value by the government. last four months of a year should almost equal GOLD ORNAMENTS. Word your announcements plainly, honestly,

Other interesting specimens are pieces of

forcibly-talk in the papers as you would by "ring money," such as were worn as ornaments | From the New York Herald. anciently in Great Britain, as well as by the old Shun sensationalism or any language calculated to lower your personal dignity, the character of your merchandise or the standing of your establishment. Gauls. Those barbarians used to carry their entire fortunes on their persons in the shape of articles wrought out of gold and other metals. These objects were only incidentally for purposes of adornment. Their most important have approached his cabin use was to serve as ready cash, and to this end away at the muzzle of a rifle. Keep in mind that permanent results are they were made of a standard weight and purity.
like modern coins. Often they were so constructed as to be readily divided into two or You can make an announcement to the public that will put thousands in line awaiting the opening of your doors—but unless you give them fully what you led them to expect it is more equal parts. In the year 1700 a specimen bad advertising.

The sole object of advertising is to create new was dug up in Staffordshire, England, containing three pounds and two ounces of pure gold. It was four feet long and so flexible that it could be wrapped around the arm like a snake. In without being challenged. He is said to have business—new customers continuously—to show a marked increase in your business month after month and year after year. Unless it does this comparatively recent times it has been cus-tomary for travelers journeying through a the advertising or the store is at fault.

Right here it is well to remark that all the adstrange country to pay their way by detaching one link after another of a golden chain. vertising possible to do will not make a business continuously and permanently successful un-less the store is right—unless the goods are bought right and sold close; unless legitimate competition is met—unless the business is hon-estly conducted, thoroughly systematized, un-der brainy management, assisted by competent, neat and polite employes.

coins or other money by different races of people all over the world. For example, in Abyssinia, the country of Prince Rasselas, bars of salt are employed to this day for small change. The salt is dug out of the Softa mountain and carried to the king's storehouse, where it is molded into bricks for the purpose. Tribes of men who live far from the sea in parts of the earth where commerce is difficult regard salt as a great layour so that it would be impaled. He has covered the whole over in such a with the sea in the sea i regard salt as a great luxury, so that it is utilized profitably in barter with them. Tea, pressed into bricks, is a common circulating medium in Siberia, in parts of which the prices of all other commodities are absolutely reguof all other commodities are absolutely regu-lated by the price of tea. In the central part is, fair, entertainment and other programs and spasmedically issued journals.

Be wary of hotel blotters and registers, maps, clocks, directories and thousands of similar pins, soap and eggs are current as money. When Columbus landed the aboriginal Indians were using for the same purpose disk-shaped pieces cut out of human skulls, the teeth of alligators and the tusks and other bones of the extinct mastodon, as well as "wampum"

strinct mastedon, as well as "wampum" made from shells.

COINS FROM THE SEA.

Some of the Indians who lived near the ocean procured from the sea very beautiful coins ready made. These were furnished by marine animals called "crinoids," which respectively signals has been arranged, extending for relay signals has been arranged, extending for the string of the country for two miles in every direction. When the outlaw sleeps he has supported over his head a revolver aimed toward the door, so that if suddenly awakened he has only to grasp the weapon and fire. Newspapers are absolutely the very best mediums for advertising, and the time will come when nine-tenths of the advertising money will go into them.

Firms are frequently judged by their cusiness announcements, and it is exceedingly important that the "tone" of your announcements should be clean, clear and forcible in order that a good impression may be created. If you have not the time, inclination or talent to write your advertisements place the matter in the hands of some competent, intelligent and trustworthy advertisement writer or agency, just as you would give your legal business to a lawyer.

Marine animals called "crinoids," which resemble plants in the manner of their growth. Certain varieties of crinoids are covered with liny disks, each of which bears a star with rave, and these disks served admirably for money. The early settlers in America were so at a loss for cash that corn, peas and codish were current in New England. In revolutionary days musket bullets of full bore were made by law legal tender as small change in Massachusetts, though nobody was compelled to accept more than trustworthy advertisement writer or agency, just as you would give your legal business to a lawyer.

The method is for the first man seeing a suspicious character approaching to fire a rifle early settlers in America were so at a loss for cash that corn, peas and codish were current in New England. In revolutionary days musket bullets of full bore were made by law legal tender as small change in Massachusetts, though nobody was compelled to accept more than the fact of the matter.

The facts herein related were learned from a title who, being harmless, was allowed to call at the houses and show his wares to the women folks. have a private stock of ammunition. At the same period shell money was in common cir-culation in New England, the best black shell beads being worth 10 per cent more than silver, weight for weight. In Virginia tobacco silver, weight for weight. In Virginia tobacco was the best accepted currency a century ago. It is worth mentioning, by the way, that the ancient Hebrews used precious stones as money to a large extent.

The farmers thereabout are not only willing to help the outlaw keep out of the officers hands, but would fight for him if it were necessary.

They contend that the man has been wronged

ses jolly it would ers out of therself. She catches their contempt of girls; cuts off her hair like magnish crown. They are of copper and its odd accounterments. Horses and dogs are her favorite companions.

So she falls out of sympathy with her ser. She olses its delicacy; she is reckless of its conventions. That is always the peril of the animal drawns in soft the mannish girl. But the fact that a woman in body, she tries to be a man in mind, exposes her to the animal drawns of the orbit. As she mingles with the world, she feeds a kind of vanity by being mannish. To talk slang, to smoke cigarettes, to ride to mannish. The talk lang, to smoke cigarettes, to ride to manning. They cultivate her rescited the manning of the portraits of Perdinand and leabells. When the portrains of Perdinand it was learned that the had quit stanggling and selling rumand was the result of an enemy's spite.

The farmers in speaking of McNally give him coroling against luming and selling rumand was the result of an enemy's spite.

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The farmers in speaking of McNally give him coroling against luming and selling rumand was the result of an element of proper and the design on one side represents the correct the fact that in long the fact that in lawy speak and the design on one side represents the fact that in long the fact that in lawy speak and the design on one side represents the correct the fact that in lawy speak and the de where he got it, but it was learned that he had been passing similar coins in great numbers in the town. On investigation it was found that he collected them on a part of the beach of Padre Island, where they were washed up by the waves in considerable numbers, some of them cemented together in chunks and all of them blackened by age and corroded by sea water. There could be no doubt that they were a part of the treasure of a Spanish galleon which was known to have been sunk in the time of Cortez, about 1520. The coin secured by Gen. Meigs he gave to the museum.

The people about Fort Kent are of the opinion that the present marshal wishes to postpone the climax until his successor comes into office. He on whom the duty devolves will have neither a very pleasant nor an easy task.

The Word "Jolly."

From the Davenpo t Democrat.

"Jolly." On the adoption of this word into the English it had the meaning of beautiful, as it has among the French today. The English it had the meaning of beautiful, HOG MONEY.

which she attracted him will be just as at-tractive to others. He knows that the lack of refinement, which has a kind of zest in the girl of twenty, will turn to hopeless vulgarity in a It is believed that Cortez coined silver mone also. After his issues the earliest American money was minted for the Bermudas early in the seventeenth century. However, it was manufactured in England. The metal was copper and the values were a shilling and a sixpence. It was called "hog money," because each piece bore the figure of a hog on one side. The design was derived from the fact that the early settlers on the islands found a great many hogs running wild. They were the descendant of domesticated swine which had survived the wreck of a versel some years before. So the work of a versel some years before. So the set of the work of a versel some years before. So the set of the work of a versel some years before. So the set of the work of a versel some years before. So the set of the work of a versel some years before, so the least of the work of a versel some years before. So the set of the work of a versel some years before, so the least of the work of a versel some years before. So the least of the work of a versel some years before. So the least of the work of a versel some years before. So the least of the work of a versel some years before. So the least of the work of a versel some years before. So the least of the work of a versel some years before. So the least of the work of the least o also. After his issues the earliest American Eve." In time, however, it came to mean Then what is the end of the mannish girl?

Eternal spinsterhood or the divorce court. If
no man will have her she gets more acidulated
month by month. Her mind turns to bitterness. She has nothing but ill to say of her
neighbors. She purvevs wretched gossip for
the social columns of the newspapers, and when
a woman does that she has set the tombstone
on her expect and on her expect. hogs running wild. They were the descendants of domesticated swine which had survived the wreck of a vessel some years before. So far as is known, only two of the hog shillings are at present in existence, both of them owned in Boston, and there is but one of the sixpences extant, which was dug up in a Bermuda garden not very long ago. It is surprising how rare some coins once in common use have become. The earliest coinage in Connecticut was executed by one John Higley, who established a private mint, turning out copper pieces from ore dug on his own premises. These bear dates from 1737 to 1739. Probably the chief reason why they are scarce is that the copper of which they were made was exceptionally pure, and goldsmiths used the coins largely for alloying. In those days the colonial paper fluctuated in value very much, and there was difficulty in giving coins a constant worth. Accordingly the modest mint master inscribed on one side of his pieces, "I am good copper," while on the other side appeared the inscription, "Value me as you please." Mamma—"No; you must not think of eating now, because you will spoil your appetite for dinner. It will be ready in three hours."

Warburton—"I only had lunch three hours ago, didn't I?"

Mamma—"Yes."

Marburton—"Then I don't see how the bread and law can easil my appetite for dinner when

COUNTERPRITING ANCIENT COINS In modern times the counterfettin ancient coins has been a recognized art, tieed by famous experts. Their product even when known as such, have comman high prices. Almost all kinds of rare coins imitated successfully today, so that it is a difficult for any one not a connoisseur to tinguish the real from the false. Mock reductions of the United States dollar of 1804 plentiful on account of the great value of a piece. Not more than ten genuine dollars that the states of the ized art, pra

COINS OF THE WORLD.

for sale, being held by collectors who value such a specimen beyond price. Probably \$2,000 might be offered for one in vain. Of course there are ever so many counterfeits and altered dates extant, the most common being the dollar of 1801 altered into 1804. Fortunately, experts are not easily deceived by such palpable cheats. MAKING CHANGE. Until recently, when the practice was for bidden by law, the Mexicans cut their silver coins into pieces for small change. The same practice was followed in the United States carly n the present century, and in Virginia it was

customary to make five quarters out of each dollar by hammering it out preliminarily to chopping it into segments with a hatchet or other instrument. The "reeding" or corrugation on the edges of modern coins, commonly but incorrectly termed "milling," was originally adopted as a protection against the clipping of metal money, which formerly was a source of profit to many dishonest persons. DUCTILITY OF GOLD. One of the qualities which has rendered gold

most available for coining is its wonderful ductility. This may be illustrated by the fact of coins and other metal that a single grain of the metal can be made to money, which, though among the most reamong the most remarkable in the world, have not hitherto been shown to the public. They include ever so many quaint and curious specimens, both ancient and modern, representing the development of this medium of exchange incidental to the progress of mankind. Whereas now among all civilized patients kind. Whereas now among all civilized nations lections contain a number of buttons of gold tumbler of intoxicant, and if that is the state of affairs he is in danger of talking too much, or, perhaps, of not being able to talk at all. But the man addressed up and the state of the man addressed up and the state of the state of talking too much, or, perhaps, of not being able to talk at all. But the man addressed up and the state of talking too much, or, perhaps, of not being able to talk at all. But the man addressed up and the state of the state of talking too much, or, perhaps, of not being able to talk at all. But the man addressed up and the state of talking too much, or, perhaps, of not being able to talk at all. But sell, have it interestingly and instructively written up, then properly displayed and con-SHELL MONEY.

The collections of the National Museum Among the oddities of this kind possessed by would be incomplete if they did not contain the museum are pieces of the "knife money," specimens of the shell money, which served as which was circulated in China as late as the a substitute for coins as a means of exchange first century of the Christian era. These coins.

ages before the precious metals were discovir such they may be called, are of iron and have cred. It seems strange to find this form of somewhat the shape of razors, being about six inches long. Their peculiar form was derived southern Asia, in the islands of the Indian and from an ancient custom which made knives a South Pacific oceans, and in many parts of medium of barter. They were worth 8 cents. Africa. In those regions the "cowry" shell is In the year 15 A. D. the reigning emperor, who the one chiefly employed, for the reason that it had a pretty taste for financiering, ordered is of a convenient size and the natural supply large numbers of them to be gilded, fixing an arbitrary value of 80 cents apiece on those which were treated in this way. Unfortunately the gilding soon were off, which circurastance inspired widespread dissatisfaction with the currency by the discovery of a great deposit of improved currency, and on this account it cowries. One hundred cowries are worth two cents.

> MAINE'S DARING OUTLAW. How Nadeau is Prepared to Resist Cap

Many efforts are still being made to capture

Nadeau, the outlaw. Three unsuccessful attempts have been made within the last fortnight to serve a warrant upon him, but all who have approached his cabin have been driven

within a short distance of him, but most of without being challenged. He is said to have stopped several teams, and, rifle in hand, gone strange country to pay their way by detaching one link after another of a golden chain.

SALT AND TEA FOR CHANGE.

The museum collections include all sorts of curious things which have been used in lieu of coins or other money by different races of the country Nadeau says, "I'll never see

such a way that it is made to resemble solid ground, and with Nadeau on the watch with his rifle it will take more than one to pass it. HE IS STRONGLY INTRENGUED. To be able to use his firearms to better ad

the present time, four walls of his cabin, and there is no aven ndians of approach that he cannot cover from the inthaped of alliof the made in the ma

is continued until the one nearest Nadenu gets an answering signal from the outlaw. By this system the outlaw is made aware of the approach

houses and show his wares to the women folks.

The peddler, having sharp ears for gossip and
his customers being females, gleaned considerable about Nadeau and his movements.

glish dramatist Beaumont of the sixteenth century speaks of our first mother as "the jolly easy—both meaning revelry, rejoicing, is a risen Lord; theirs the same. The are identical. So, too, in a large degree Christmas jollities, praises and those of he Yule. Into such close relation do simple.

